

PAPER MERCHANT SALES REPORT

JUNE, 1989

(by NPTA Region)	Sales per Selling Day June, 1989 Compared to June, 1988	Sales per Selling Day June, 1989 Compared to May, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of June 1988 1989		Calendar Day Cost of ending May Inventory 1988 1989	
INDUSTRIAL							
1	+ 0.8	- 1.5	+ 4.4	37	36	71	62
2	- 0.2	0.0	+ 6.1	35	36	54	54
3	- 1.2	- 8.1	+ 7.5	39	37	62	60
4	+10.2	+ 3.5	+11.3	37	39	50	60
5	+14.1	+ 4.0	+13.8	36	34	59	57
6	+13.3	+ 4.3	+13.3	42	43	64	71
7	+ 9.0	- 0.8	+ 9.5	35	32	64	62
8	+10.2	- 0.4	+14.0	35	34	59	60
9	+13.4	+ 0.7	+ 9.8	39	41	68	72
NY	+ 4.9	+ 5.8	+ 8.3	44	47	63	**
CHICAGO	- 3.3	- 2.1	+ 3.2	39	37	49	71
LA	+10.3	- 2.5	+ 5.5	48	40	57	63
US	+ 6.0	- 1.2	+ 9.4	38	38	58	60
PRINTING							
1	+ 9.9	+ 1.3	+ 4.1	43	43	48	57
2	+ 9.0	- 0.4	+10.8	41	40	54	68
3	+ 5.1	- 4.1	+ 9.5	44	39	75	82
4	+10.6	+11.9	+16.9	44	43	61	60
5	+ 9.5	+ 0.8	+15.6	41	38	75	66
6	+13.1	+ 4.6	+15.8	42	41	67	77
7	+24.2	- 2.3	+21.6	39	34	73	68
8	+23.0	+ 4.5	+21.1	38	35	69	72
9	+ 7.0	+ 0.2	+16.9	41	40	68	63
NY	- 7.6	- 2.8	+ 1.3	41	43	65	65
CHICAGO	+ 2.5	- 2.8	+ 9.4	42	38	72	78
LA	+17.4	+ 1.4	+15.6	44	39	81	84
US	+ 8.6	+ 1.0	+11.8	42	40	68	72

COMMENTS ON JUNE'S SALES CHANGES. INDUSTRIAL national sales changes are the lowest they have been this year; only four regions (4, 5, 6, & 8) are above 10% for year-to-date figures, while two regions (1 & Chicago Metro) are below 5% for year-to-date figures. PRINTING national sales changes for June were also at their low point for 1989, although the half-year year-to-date figures remain above 10%. Regions 1 & New York Metro remain as the lowest regions, and regions 7 & 8 remain over 20%.

DAYS OUTSTANDING remain stable for both types of goods. May's ending **INVENTORY DAYS** were slightly higher for Industrial goods and returned to the 72 day level for Printing goods.

** indicates NPTA was unable to calculate valid numbers for a given measure. This most commonly occurs when not enough merchants file the data needed to calculate the measure. This was the case for June (May Inventory Days) for New York Metro industrial goods, as it had been for the previous two months. Many industrial or dual merchants do file reports for the New York Metro area, but only a few are providing the information needed to calculate Inventory Days (Warehouse Sales and Ending Inventory).

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT

4: KY, OH, MI, & WV

7: AR, LA, MS, OK, & TX (& W. Tenn)

2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)

5: CO, IA, KS, MN, MT, NE, ND, SD, & WY

8: IL, IN, MO, & WI (Exc. Chicago Metro)

3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)

9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union

Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county

LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.